



919-741-5000
Winston-Salem, N.C. 27102

SM-99-G

May 20, 1993

TO: All Division/District Managers

**Subject: NEXCOM (Navy Exchanges) Headquarters
Plan-O-Gram Updates**

This is to inform you of NEXCOM Merchandise Bulletin #92-37 of October 15, 1992, regarding cigarette shelf display plan-o-grams. Attached are updated plan-o-grams, based on share of market changes, dated January 26, 1993. Plan-o-grams are for A & B Stores, C Stores, D Stores, and E Stores, based on sales and store size.

Please reference the Military Manual (Section G) and replace old plan-o-grams with the attached updated plan-o-grams. You should contact your stores to re-merchandise cigarette departments, if necessary. All other information in the NEXCOM Bulletin is correct.

Thank you for your assistance.

Point of contact: E. C. Wheedleton - 703/941-9540

R. J. REYNOLDS TOBACCO COMPANY

Attachment

J-4

"We work for smokers."